

## Message Text

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PAGE 01 PRAGUE 01707 221612Z

43

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 INT-08 DRC-01 RSC-01 /047 W

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R 200730Z JUL 74

FM AMEMBASSY PRAGUE

TO SECSTATE WASHDC 6616

INFO AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY SOFIA

AMEMBASSY WARSAW

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E.O. 11652: N/A

TAGS: BEXP, CZ

SUBJECT: PULP AND PAPER INDUSTRY

REF: STATE 131462

BEGIN UNCLAS:

1. THE CHIEF OF THE PLANNING DEPARTMENT OF THE PULP AND PAPER INDUSTRY OF THE CZECH SOCIALIST REPUBLIC SAYS CONSTRUCTION OF A MILL TO PRODUCE 200,000 TONS PER YEAR OF UNBLEACHED CELLULOSE WILL BEGIN 1977 OR 1978. THE CZECHS SAY THEY ARE INTERESTED ONLY IN A TURN-KEY CONSTRUCTION CONTRACT WITH A WESTERN FIRM, AND MENTIONED THAT IN THE PAST U.S. INDUSTRY HAS BEEN UNWILLING TO UNDERTAKE SUCH PROJECTS. THE CELLULOSE IS TO BE USED FOR MAKING 165,000 TONS PER YEAR OF "GRAPHIC PAPER," A SORT OF UNCOATED MAGAZINE STOCK, MOSTLY FOR EXPORT. TWO MORE CELLULOSE MILLS ARE TO BE BUILT IN THE NEXT 10-15 YEARS.

2. MAIN SUPPLIERS OF PRESENT TECHNOLOGY ARE FINLAND, SWEDEN, THE U.K., WEST GERMANY, AND ITALY. END UNCLASSIFIED.

3. BEGIN LIMITED OFFICIAL USE: EMBOFF ASKED CZECHS IF THEY WOULD BE INTERESTED IN A TECHNICAL SEMINAR, AND THEY RESPONDED ENTHUSIASTICALLY.

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PAGE 02 PRAGUE 01707 221612Z

VISITS HERE BY INDIVIDUAL FIRMS ARE GENERALLY LESS EFFECTIVE

THAN VISITS BY AN ORGANIZED GROUP, SUCH AS A TRADE MISSION OR SEMINAR. AN OFFICIAL DELEGATION IS MUCH MORE LIKELY TO BE RECEIVED BY A MINISTER OR OTHER HIGH OFFICIAL WHO CAN MAKE DECISIONS AND PASS THE WORD TO THE BUREAUCRACY THAT CONTACT WITH "THIS" GROUP OF WESTERNERS HAS BEEN APPROVED BY THOSE IN AUTHORITY.

4. ALSO, REPRESENTATIVES OF U.S. FIRMS WILL MEET FAR MORE EXECUTIVES AND ENGINEERS OF END-USERS--AS OPPOSED TO EMPLOYEES OF FTOS--AT A TECHNICAL SEMINAR AND WIND-UP RECEPTION AT A HOTEL THAN THEY COULD BY ANY OTHER MEANS. AS WASHINGTON AGENCIES ARE AWARE, PLANT VISITS IN CS ARE OFTEN VERY DIFFICULT TO ARRANGE EVEN AFTER PERSONAL RELATIONSHIPS HAVE BEEN ESTABLISHED. END LIMITED OFFICIAL USE. BEGIN UNCLASSIFIED: A SEMINAR AND RECEPTION WOULD FURTHER FRANK DISCUSSIONS WITH CZECHS AND SLOVAKS ON SEVERAL IMPORTANT TOPICS, AMONG THEM THE NEED FOR U.S. FIRMS TO FORM CONSORTIA AND PRESENT JOINT PROPOSALS.

5. THE EMBASSY WOULD BE GLAD TO HELP ARRANGE A TECHNICAL SEMINAR, IF ONE IS DECIDED UPON. U.S. SUPPLIERS MAY ALSO WRITE DIRECTLY TO:  
ING. BOHUMIL URBAN  
GENERAL DIRECTOR  
SECTORAL MANAGEMENT  
PRUMYSL PAPIRU A CELULOSY  
STEPANSKA 30  
PRAGUE 1, CS  
AND TO HIS COUNTERPART IN SLOVAKIA:  
ING. SEDO, CSC  
GENERAL DIRECTOR  
GENERAL MANAGEMENT  
PRUMYSL PUPIRU A CELULOSY  
BANSKA BYSTRICA, CS

6. CZECHOSLOVAK IMPORT STATISTICS ARE DISAGGREGATED FOR SOME PRODUCTS, BUT NOT FOR PULP AND PAPER MACHINERY. PRODUCTIONS FIGURES OFR 1972 ARE 466,000 TONS OF CELLULOSE AND 626,000 TONS OF PAPER, ONLY SLIGHTLY ABOVE 1970 LEVELS.

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PAGE 03 PRAGUE 01707 221612Z

7. PLANNING DIRECTOR SHOWED PARTICULAR INTEREST IN POLLUTION CONTROL EQUIPMENT FOR PULP AND PAPER MISSL, AND IN A NEW HALF-WET/HALF-DRY PROCESS FOR MAKING PAPER WITH WHICH ARTHUR D. LITTLE, INC. HAS, HE UNDERSTANDS, SOME CONNECTION.

8. EMBASSY WILL FORWARD INFORMATION ON PULP AND PAPER INDUSTRY IN SLOVAK SOCIALIST REPUBLIC ASAP.

PERRY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** garlanwa  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974PRAGUE01707  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740197-0465  
**From:** PRAGUE  
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**Legacy Key:** link1974/newtext/t19740732/aaaabarn.tel  
**Line Count:** 116  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** STATE 131462  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** garlanwa  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 17 APR 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <17 APR 2002 by kellew0>; APPROVED <25 JUN 2002 by garlanwa>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PULP AND PAPER INDUSTRY  
**TAGS:** BEXP, CZ  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005